Hewlett Packard Enterprise

Learn how HPE as your Microsoft CSP can add tangible value to your Azure experience

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Today’s hybrid reality continues to get more complex

- Multiple public and private clouds
- Multiple tools
- Apps span clouds and sites

Complex, highly distributed, siloed environments with no centralized management

- 73% of organizations are operating in a hybrid cloud environment
- Organizations may overspend by 70%+ without a plan for cloud cost management
- 90% of organizations will have a multi-cloud management strategy that includes integrated tools by 2024

IDG Cloud Computing Study, August 2018
Gartner 2019
IDC, 2019
IT Transformed - HPE’s hybrid cloud journey

> 30% of applications cannot move to cloud from datacenter...

Simplify on-premises with software-defined infrastructure

Converged Infrastructure

Hyperconverged Infrastructure

Composability

SaaS management

SDS/SDN

HPE client portal

Deliver everything as a Service

Services

Hybrid Cloud Platform

Economics

Outcome
Simplifying your Hybrid Cloud experience
A simplified way to buy, consume, and manage your hybrid cloud

- **Managed Hybrid Cloud Operations**
  One common cloud experience, Leveraging multi-cloud tools and skills

- **Platforms**
  Consume virtual machines and containers for speed and agility

- **Infrastructure**
  Software-defined flexibility with bare metalaaS

- **Hybrid Cloud Economics**
  Consumption experience on and off-premises with cost visibility and controls

- **Right Mix Advisor**
  Optimized mix of public, private, and traditional workload placement

- **Security & Compliance**
  Policy-driven controls and security insights

- **HPE client portal**
Accelerating how you do business

**Improve IT ROI**
- No up-front payment
- Pay for what you use
- Optimize cash flows
- Eliminate the cost of overprovisioning
- Align IT cost to business demand

**Increase time to value**
- Capacity in minutes, not months
- Simple change orders to refresh IT
- Avoid long procurement process

**Reduce risk**
- Improve IT delivery
- React quickly to market demands
- Shared utilization risk
- Free up IT staff to focus on innovation

- **30%**
  - IT Budget savings due to eliminated need for overprovisioning

- **65%**
  - Shorter time to deploy global IT projects

- **40%**
  - Increased IT team productivity by reducing the support load on IT

By 2020 consumption-based procurement in datacenters will account for as much as 40% of enterprises' IT infrastructure spending.

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The Total Economic Impact™ of HPE GreenLake Flex Capacity, a commissioned case study conducted by Forrester Consulting on behalf of HPE, May 2018

The underlying technology
HPE GreenLake Consumption Analytics Portal

Greater visibility into IT consumption
Interactive charts, graphs and reports

More control over usage and costs
Flexible budgets and alerts

Accurate forecasting of future costs
Capacity planning based on historical usage

Optimized IT spend
Rules-based insights shows areas to optimize

Feeding into HPE GreenLake to enable your technology roadmap, business planning, align skills and training, develop “Right Mix” hybrid cloud strategies
Create investment agility and capacity to accelerate innovation

Consumption-based IT

$\begin{align*}
\text{Save on costs due to overprovisioning} & \\
\text{Enterprises overprovision on average by} & \\
\text{59\% for compute and 48\% for storage}^{1} & \\
\text{Savings} & \\
\text{Traditional purchases (CAPEX)} & \\
\text{Buffer} & \\
\text{Savings} & \\
\text{Financing improvements} & \\
\text{– Preserve cash, avoid upfront cost of traditional purchase} & \\
\text{– Reduce cost of IT through better utilisation, P&C; footprint; licences; support and maintenance} & \\
\text{– Reduce TTM, respond to business demand in minutes, creating new cash flows quicker} & \\
\text{– NPV, ROI, payback period improved over traditional purchase} & \\
\text{– Cost control through unit pricing which reduce as your usage grows} & \\
\end{align*}$

1 451 Research November 2016

Capacity ahead of demand
Maintain a safe buffer of capacity

50\% experienced 57\% received complaints
downtime due to capacity of slow performance planning

59\% for compute and 48\% for storage

Committed level

Compute needed and invoiced

Time
Your top workloads, delivered as a service

- STORAGE
- COMPUTE
- VIRTUALIZATION
- HPC
- PRIVATE CLOUD
- CONTAINERS
- VDI
- COMPOSABLE
- DATABASE
- SAP HANA
- BIG DATA
- BACKUP

Metered by GB, core, compute used by software, memory, TB backed up, container unit, network port, and more
HPE as the Microsoft Cloud Solution Provider

Global, faster, frictionless time to market
Save nearly $250K
No L1/L2 help desk
Don’t need to integrate with Azure / Online billing
Get cash incentives & can add margin
HPE supports the whole stack – No risk!

Provision

Manage

Support
Single Point of Contact

Billing

HPE Service Operational Support
(Subscription + Support)

Foundation Care support
DC Care support
DC Specialist Advice
Azure Managed Services

HPE GreenLake
Optional service to put all the services above + on-premise product & services under one Flexible Capacity agreement to get one invoice and view across the hybrid environment
First point of entry for CSP information

Welcome to the HPE Microsoft CSP Portal.

- Allow usage governance & forecast
  - Set credit limit
  - Daily update on subscription cost & forecast
- Quick & easy of access
  - Embedded Azure calculator
  - Subscription summary & resources details
- Faster and easier ordering functionality
  - Monthly updated product catalog
  - Immediate online order confirmation (O365)
- Manage queries online
  - Request cancellation of subscription
  - Track & trace queries
Trusted and innovative partner ecosystem

Working together
Tailored services to simplify your IT experience

HPE GreenLake
True metering
Capacity planning
Multi-technology and workload solutions
Co-location options
HPE Consumption Analytics Portal

Optimize day to day
Stabilize, automate, optimize and scale your IT Operations

Integrate technology
Integrate technologies and centralize expertise

Streamline delivery
Evolve and extend your ITOps with cloud-like IT
Get more information

Attend these sessions

– B9762 Unleash the power of the hybrid cloud with HPE and Google Cloud
– T8487 Supercharge your data center initiatives with VMware and Red Hat OpenShift on HPE Composable Cloud for ProLiant DL

Visit these demos

– HPE OneSphere Demo 18250
– HPE OneSphere CDA 18278 Demo

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Thank you